



# Successful Strategy

Performance reflects balanced portfolio structure

July, 2014







#### Disclaimer



Some statements and estimates in this material may represent expectations about future events or results that involve risks and uncertainties known and unknown. There is no guarantee that the events or results referred to in these expectations will occur.

These expectations are based on present assumptions and analyses from the viewpoint of our management, based on their experience, the macroeconomic environment, market conditions in the energy sector and our expected future results, many of which are not under Cemig's control.

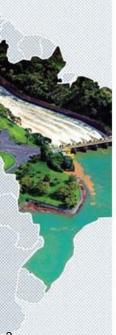
Important factors that can lead to significant differences between actual results and projections about future events or results include Cemig's business strategy, Brazilian and international economic conditions, technology, Cemig's financial strategy, changes in the energy sector, hydrological conditions, conditions in the financial markets, uncertainty regarding future results of operations, plans and objectives as well as other factors. Because of these and other factors, our actual results may differ significantly from those indicated in or implied by these statements.

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To evaluate the risks and uncertainties as they relate to Cemig, and to obtain additional information about factors that could lead to different results from those estimated by Cemig, please consult the section on Risk Factors included in our Formulário de Referência filed with the Brazilian Securities Commission – CVM, and in Form 20-F filed with the U.S. Securities and Exchange Commission – SEC.

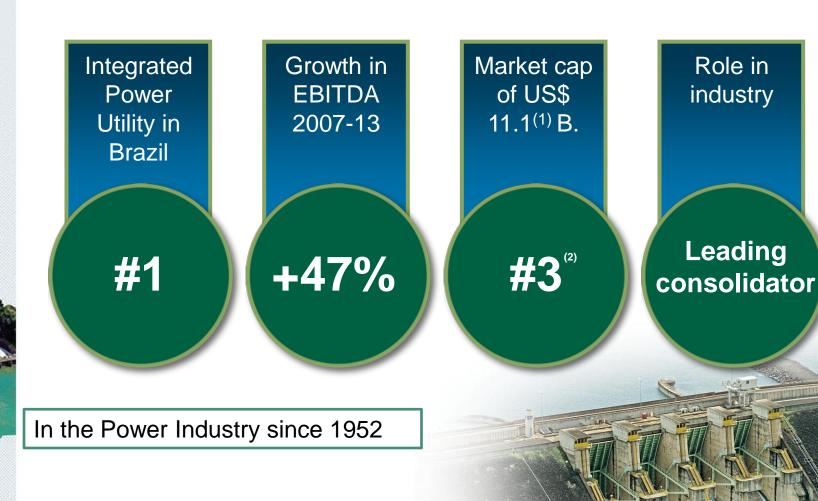
All figures are in BR GAAP.





# Brazil's Leading Power Utility





- (1) As of July 23th, 2014
- (2) In the Brazilian Energy Industry

# Cemig: Strength in Numbers

Number of power plants

**70** 

CEMIG

Total installed capacity

7,317 MW

Locations in Minas Gerais State

5,415

Size of Distribution concession area vs France

Larger

**Electricity Distribution lines** 

526,869 km

**Power Transmission lines** 

9,454 km









# Cemig at a Glance



- Based in State of Minas Gerais, controlling shareholder
  - growing throughout Brazil and Chile
- Strong financial profile:

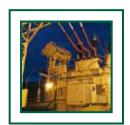
1Q14 Net revenues: R\$ 4.8B EBITDA: R\$ 2.1B
 1Q13 Net revenues: R\$ 3.7B EBITDA: R\$ 1.6B

- Highest liquidity in the sector
  - listed on 3 stock exchanges New York, São Paulo, Madrid
  - More than 120.000 shareholders in more than 40 countries
  - Average Daily Trading Volume in 2014, up to June 17<sup>th</sup>:
    - R\$78M in Bovespa
    - US\$27M in NYSE
- Solid dividend policy
  - Minimum 50% payout ratio
  - Every two years, may pay extra dividends, if cash conditions permit
- Strong Growth outlook in the long run
  - Acquisitions
  - Re-pricing of energy contracts













# The Cemig Story – Agenda

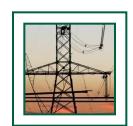


The positioning

The performance

The growth







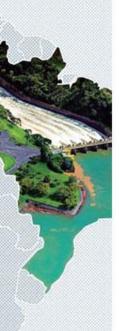




# Cemig is Uniquely Positioned



- 1 The Brazil advantage
- 2 Unmatched scale
- 3 Diversified portfolio
- 4 Leader in renewable energy
- 5 Strong governance



# An Emerging Powerhouse Economy



Latin American economy

#1

Ranking of economy in world\*

#7

**GDP 2013** 

US\$4.8 Trillion

GDP growth 2014\*\*

1.7%

**Population** 

202 M

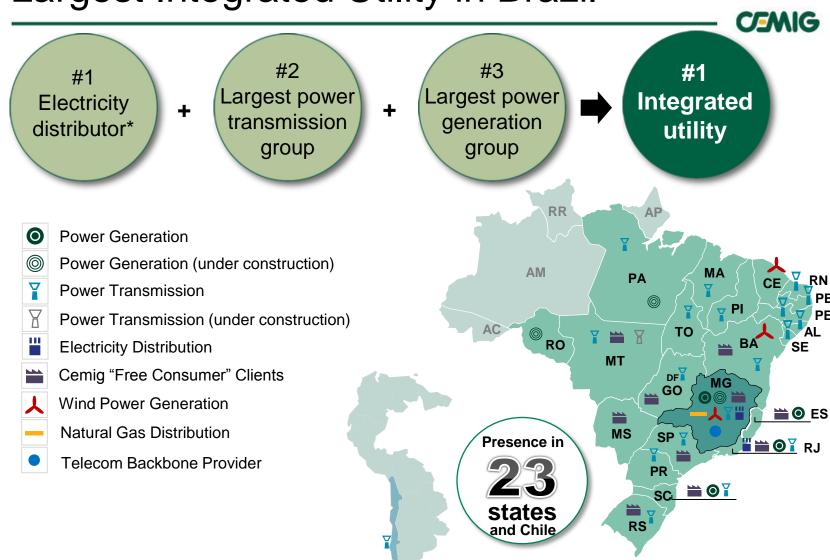
Investment grade by Moody's, Fitch and S&P



<sup>\*</sup> World Bank on March 31th 2013

Brazil's Central Bank Focus Report, March 14th 2013

# Largest Integrated Utility in Brazil

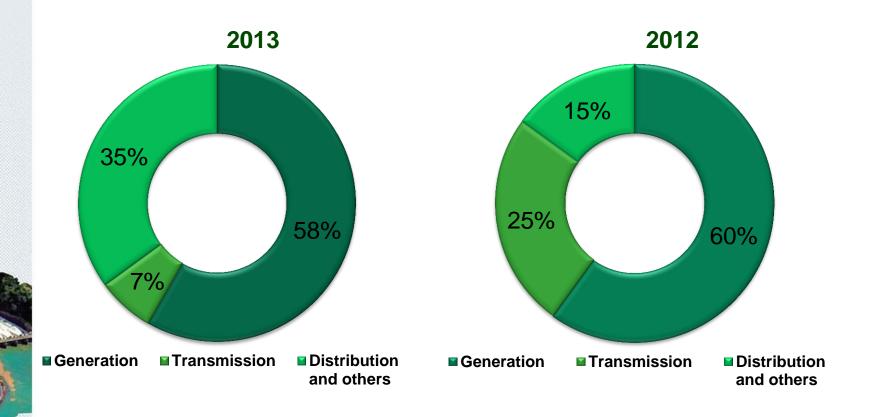


<sup>\*</sup> in terms of length of electricity distribution lines

# Diversified, Low Risk Business Portfolio



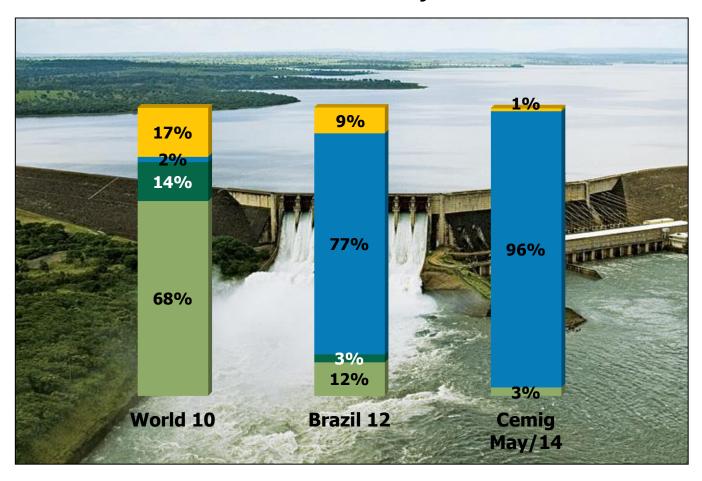
#### **Breakdown of Ebitda**



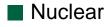
Most of the revenues are inflation protected

# Leader in Renewable Hydro Power Energy

#### **Power Generation by Source**











# Best-in-Class Corporate Governance



- ✓ Minas Gerais, controlling shareholder a positive influence
  - one of fastest growing, investor-friendly states in Brazil
  - growth and profitability interest aligned with minority shareholders
  - 8 from a total of 15 members are appointed by minority shareholders
- Pro-market corporate bylaws include
  - Minimum 50% dividend payout
  - Capex limited to 40% of EBITDA
  - Net debt limited to 2.5x EBITDA
  - Net debt limited to 50% of total cap.
- Leader in sustainability
  - only Latin American utility in DJSI Dow Jones since 1999
  - Included in the ISE Bovespa Sustainability Index since 2005
- ✓ Present in the Global Dow Index.













# The Cemig Story – Agenda

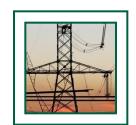


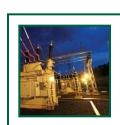
The positioning

The performance

The growth





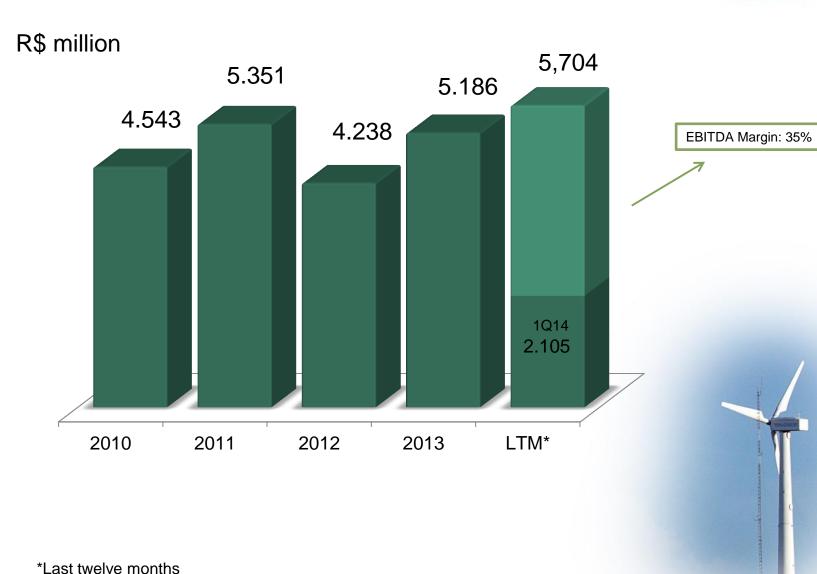






## Growth in EBITDA - Guidance

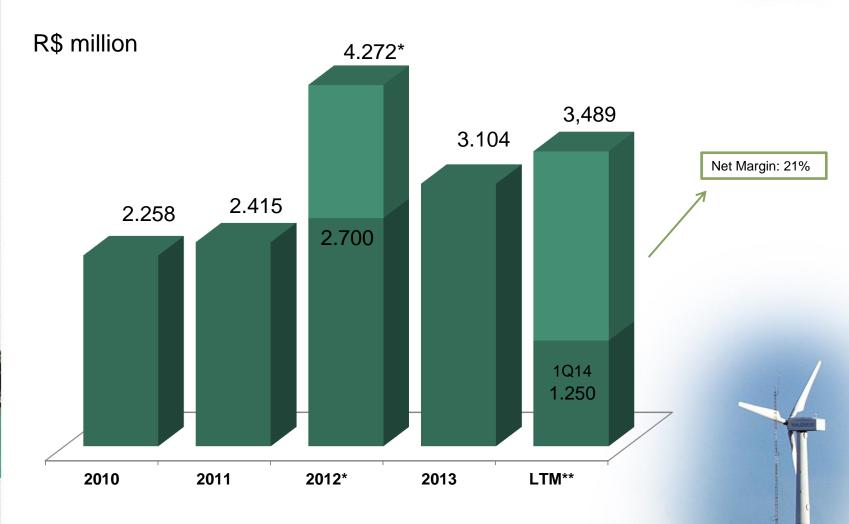






# Net Income Continues to Expand





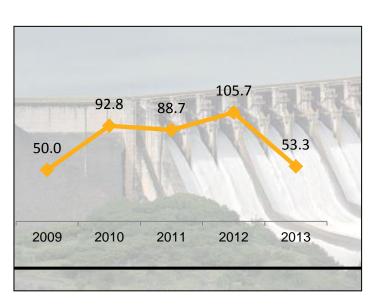
<sup>\*</sup>Includes non-recurring gain of R\$1,572 million with the CRC's (Accounts receivable from Minas Gerais State government) anticipated settlement.

<sup>\*\*</sup>Last twelve months

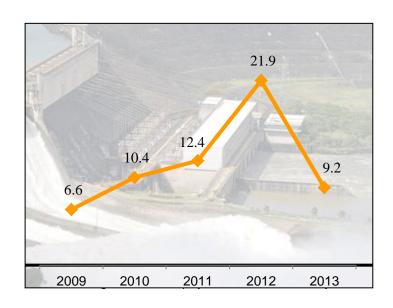
# Attractive and Secure Dividend Payout



Dividend Payout (% of Net Income)



Dividend Yield (%)\*
Preferred shares



#### Dec/2013 - Declared:

IOE – R\$533 mn O.D. – R\$1.068mn A.D. – R\$54mn



**Dec/2013 -** <u>Paid</u>: IOE - R\$533 mn

IOE - INTEREST ON EQUITY

A.D. – ADDITIONAL DIVIDENDS

E.D. – EXTRAORDINARY DIVIDENDS

O.D. - ORDINARY DIVIDENDS

# Strong Balance Sheet to Support Growth



Net debt to EBITDA

1.3X

Debt in foreign currency(\*)

0.4%

Cash on hand – 1Q14

R\$2.0B

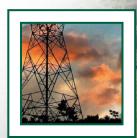
Net Revenue 1Q14

R\$4.8B







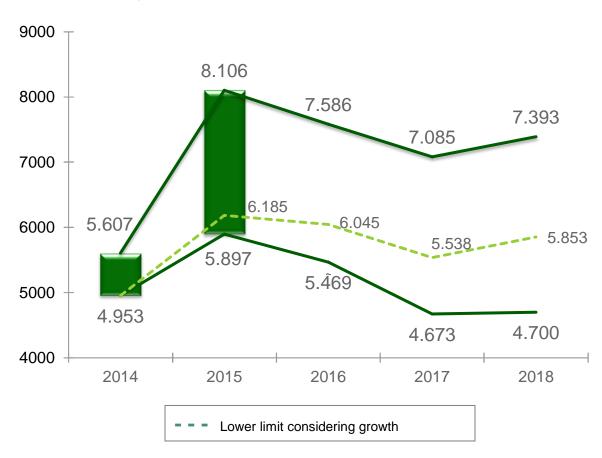


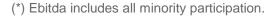
#### EBITDA Guidance – 2014/2018



#### **CEMIG, CONSOLIDATED**

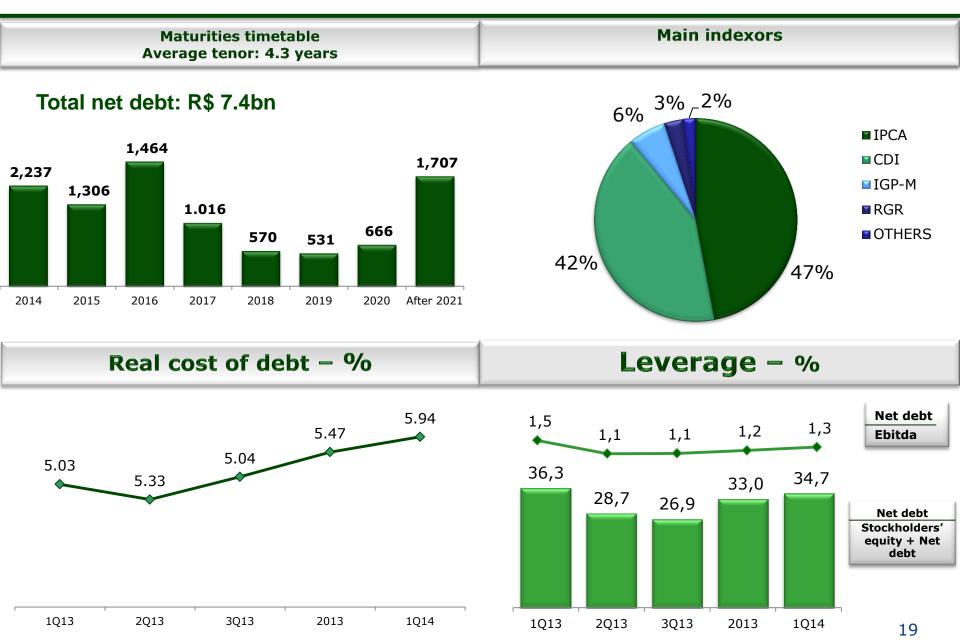
Constant June 2014 R\$ '000





# Consolidated debt profile - 1Q14



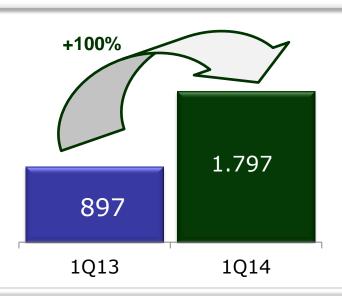


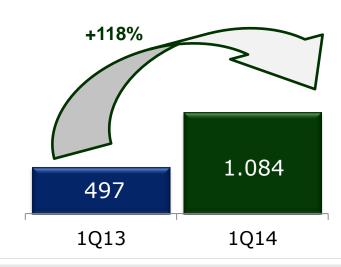
# Cemig GT - 1Q14 results



# **Ebitda**

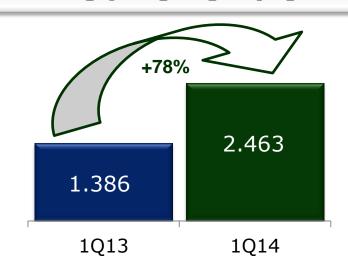
# **Net income**

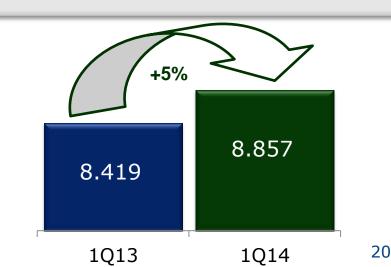




#### **Net revenue**

**Volume of electricity sold (GWh)** 



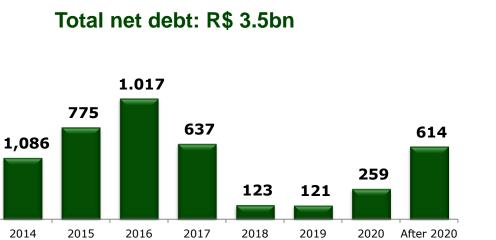


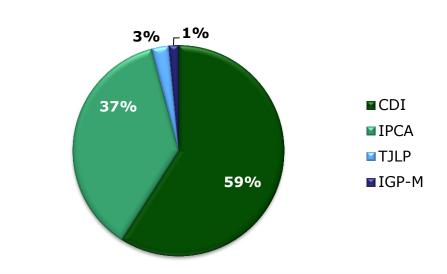
# Cemig GT: Debt profile - 1Q14



Maturities timetable Average tenor: 3.9 years

#### **Main indexors**

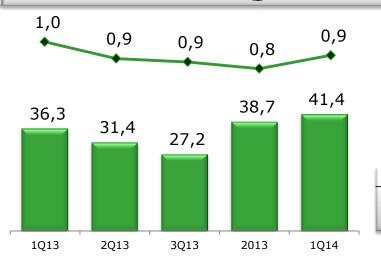






# 1Q13 2Q13 3Q13 2013 1Q14

#### Leverage - %



Net debt Ebitda

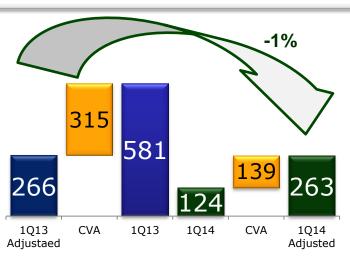
Net debt Stockholders' equity + Net debt

21

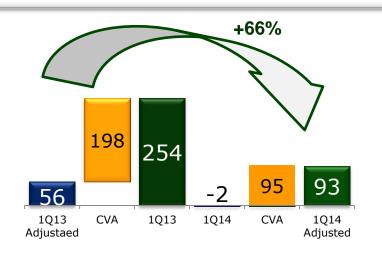
# Cemig D: 1Q14 results



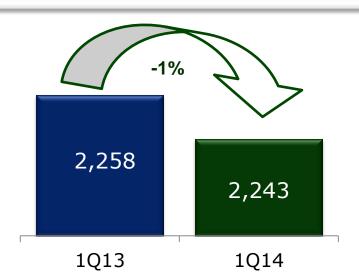




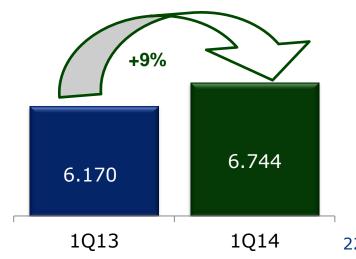
### **Net income**



#### Net revenue



#### Volume of electricity sold(GWh)

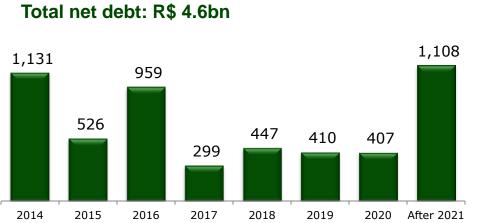


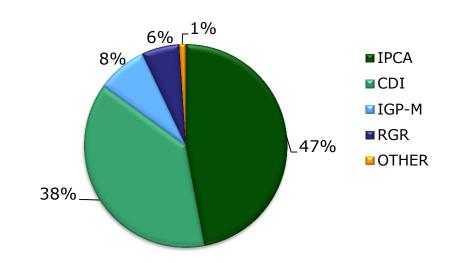
# Cemig D: Debt profile - 1Q14





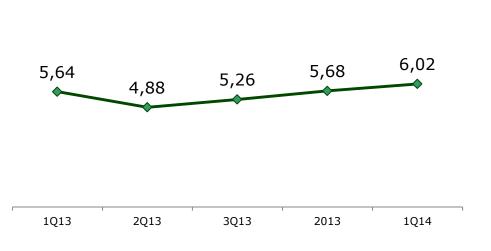
#### **Main indexors**

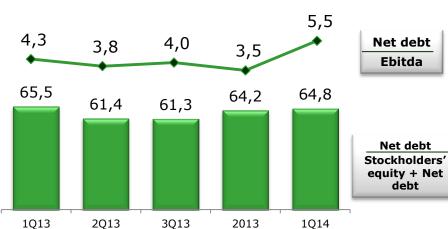




#### Average real cost of debt - %

#### Leverage - %





#### Superior credit capacity recognized by the major rating agencies



**Fitch**Ratings

Cemig H, Cemig GT and Cemig D National scale AA(bra)

| Investment Grade |    |     |    |   |    |      |     |      | Speculative Grade |    |     |    |   |    |     |    |   |    |   |
|------------------|----|-----|----|---|----|------|-----|------|-------------------|----|-----|----|---|----|-----|----|---|----|---|
| AA+              | AA | AA- | A+ | Α | A- | BBB+ | BBB | BBB- | BB+               | BB | BB- | B+ | В | B- | CCC | CC | С | RD | D |
|                  | 1  |     |    |   |    |      |     |      |                   |    |     |    |   |    |     |    |   |    |   |



Investment **Grade** 

Cemig GT Aa1.br

Aa2.br Cemig H and Cemig D

Cemig GT Baa3

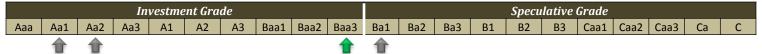
Cemig H and Cemig D Ba1

National scale

National scale

Global scale

Global scale





BrAA+

BB+

Cemig H, Cemig GT and Cemig D

National scale Cemig H, Cemig GT and Cemig D

Global scale

|     |     |    | In  | vestme | ent Gra | Speculative Grade |      |     |      |     |    |     |    |   |    |         |
|-----|-----|----|-----|--------|---------|-------------------|------|-----|------|-----|----|-----|----|---|----|---------|
| AAA | AA+ | AA | AA- | A+     | Α       | A-                | BBB+ | BBB | BBB- | BB+ | BB | BB- | B+ | В | B- | C a CCC |
|     | •   | •  |     |        |         |                   |      |     |      | •   |    |     |    |   |    |         |

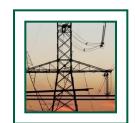
Solid fundamentals assured by excellent financial management, stable profitability, strong cash generation and robust corporate governance.

# The Cemig Story – Agenda



The growth



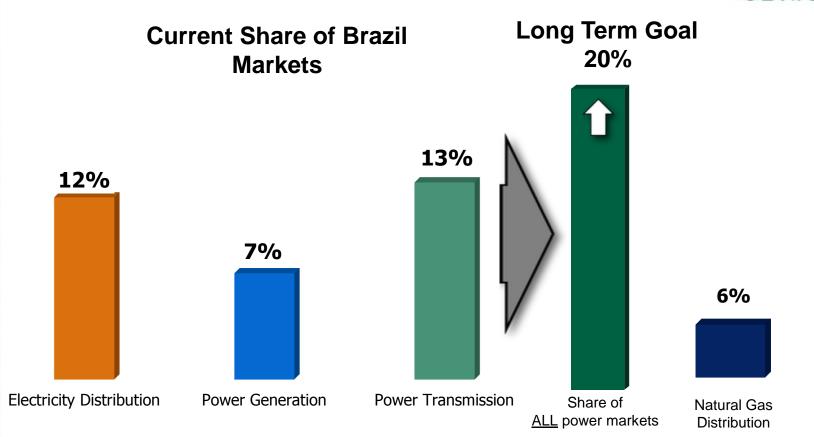






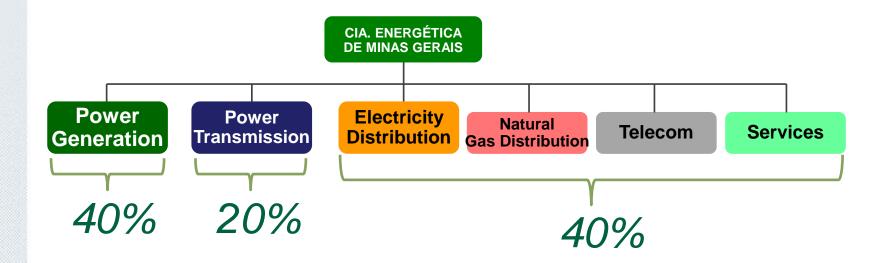
# Clear Long Term Goals





- ➤ Brazilian generation market (% of total installed capacity)
- ➤ Brazilian transmission market (% of Permitted Annual Revenue (RAP))
- ➤ Brazilian electricity distribution market (% of all electricity distributed to free and captive clients in Brazil)

# Target Ebitda contribution by business in the long run













#### **Growth Drivers**



1 Leverage price increases



Improve operating efficiency



3 Geographic expansion

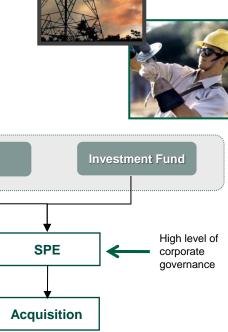




# Record of Successful Acquisitions

#### **Business Model for Growth**

- Partnerships with Equity Investment Funds (FIPs) in acquisitions create a new growth driver
- Structuring of partnerships with FIPs produces a growth strategy that optimizes capital needs
- Innovative acquisition structure enables Cemig to use it in other expansion opportunities, aligned with its Long-Term Strategic Plan.
- Attractive return to investors, at low risk
  - Best-in-class Corporate Governance
    - Investors enter as financial partners and Cemig as operating partner
    - Possibility of increasing stake in the future
- Strategic positioning with minority or equal interests assures Cemig greater access to financial capital markets



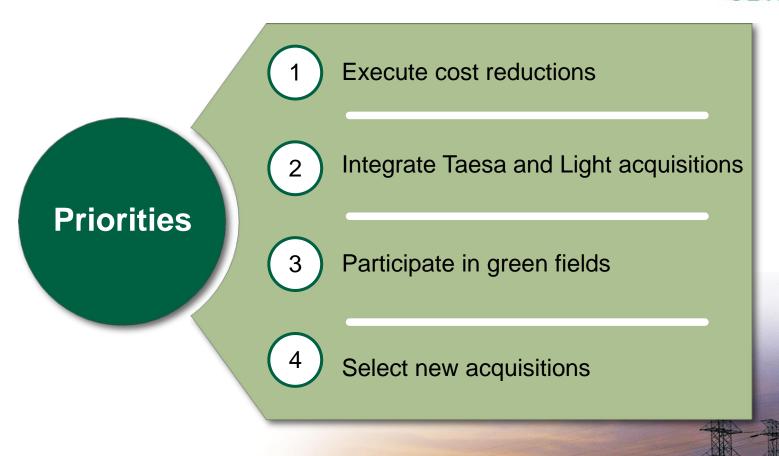
**CEMIG** 

CEMIG



#### Clear Priorities for 2014







# Why Invest in Cemig











#### Brazilian GDP growth is driven by domestic market





**BRAZIL** 

#### **Economics**

- Largest Latin America economy
- 7th largest world economy
- GDP (2013): US\$ 4.8 trillion
- Inhabitants: 201 million
- Area: 8.5 million km<sup>2</sup>
- Currency<sup>(1)</sup>: Reais (BRL) US\$1 = R\$ 2.35
- Reserves<sup>(2)</sup>: US\$ 375 billion

#### Economic Development Acceleration Plan – Second Phase (PAC 2)

- Federal plan to invest US\$ 598 billion in the period of 2011-2014
- Electric Power Generation: US\$ 71 billion
- Electric Power Transmission: US\$ 17 billion
- Renewable Fuel projects\*: US\$ 626 million
- Energy Efficiency: R\$ 689 million

\*Ethanol, Biodiesel and Alcohol pipeline

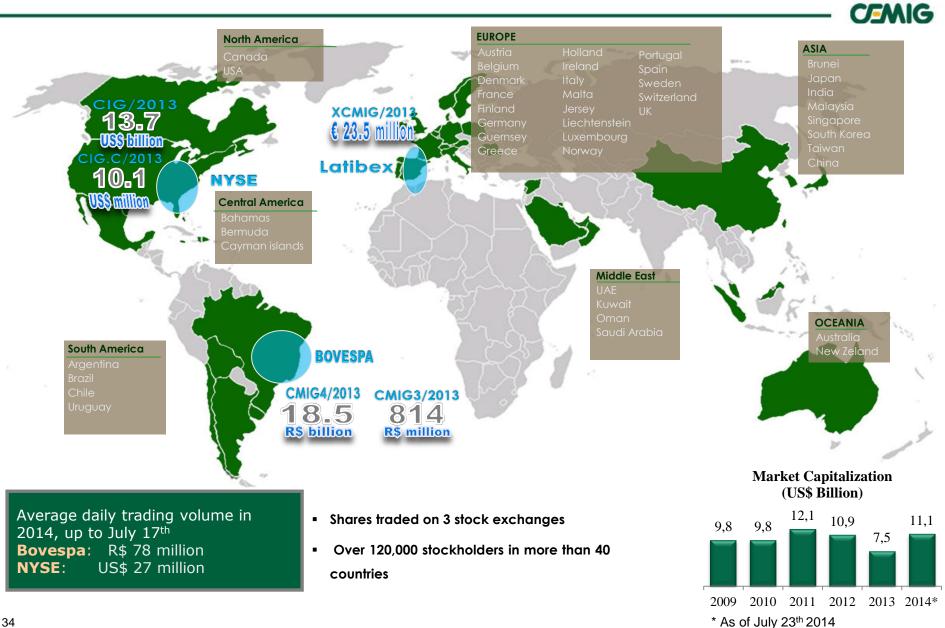
#### Electric Power Industry

- **Power Generation** 
  - ✓ Installed Capacity<sup>(3)</sup>: 107 GW 65.9% Hydro; 10.8% Natural Gas; 5.6% Oil;
    - 7.1% Biomass; 1.6% Nuclear; 1.6% Coal;
    - 1.4% wind farm
- Power Transmission
  - ✓ National Network: 102,000 km
  - √ Peak Demand in 2009: 64.04 GWh/h
- **Electricity Distribution** 
  - ✓ Energy Consumption in 2009:388,204 GWh 43% industries and 26% householders
  - √99% penetration countrywide
  - ✓ More than 50% of South America
  - ✓ Peak Demand comparable to UK

Source: Brazilian Institute for Geography and Statistics (IBGE), Brazilian Electricity Regulator (ANEEL), Brazilian Association of Transmission Companies (ABRATEE), Energy Research Company (EPE).

- (1) As of December 27th, 2013 Brazilian Central Bank
- (2) As of December 03rd, 2013 Brazilian Central Bank
- 33 (3) As of June 30<sup>th</sup>, 2010

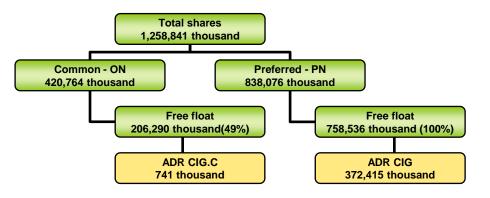
#### Strong shareholders base assures liquidity



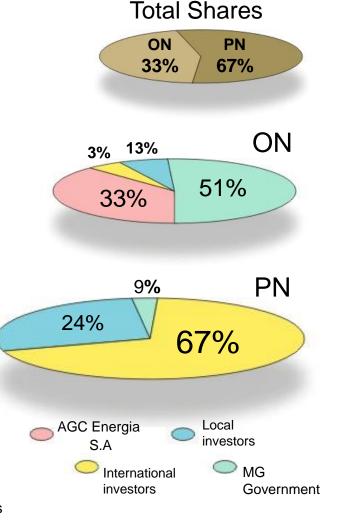
#### The blend of shareholders provides long term perspective



- Our shareholder diversity provides a global business management vision focused on sustainability of the company's activities
- Listed in major stock exchanges
  - BOVESPA (Brazil)
  - NYSE (USA)
  - LATIBEX (Spain)



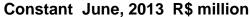
Share nominal value = R\$5.00

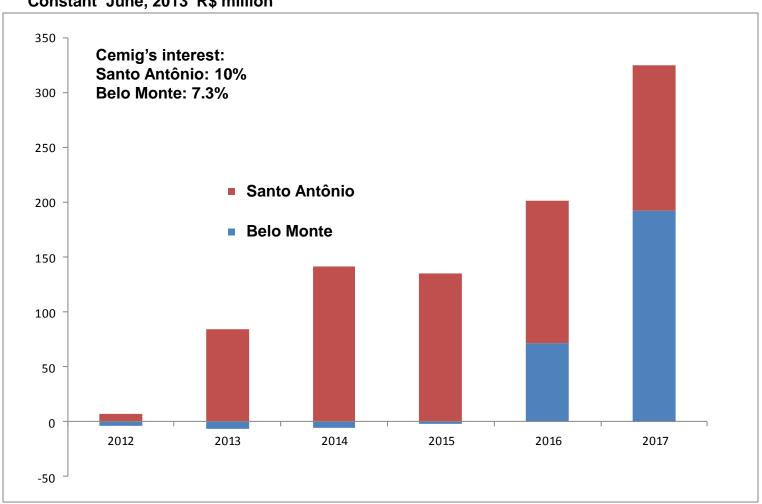


ADR outstanding approximately 20% of total shares and 36.97% of PN shares 1 ADR = 1 share in Bovespa ON shares have voting rights

# Ebitda from holdings in Santo Antônio and Belo Monte



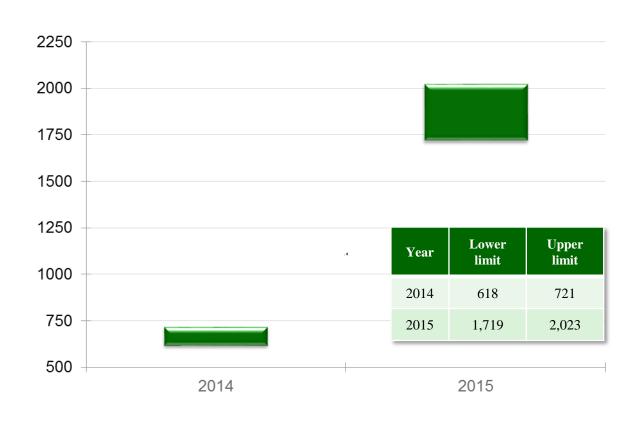




# CEMIG D EBITDA Guidance – 2014/2015

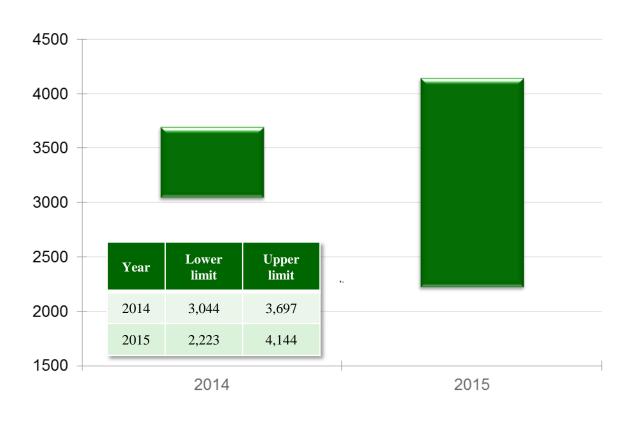


(Constant June 2014 R\$ million)



# CEMIG GT EBITDA Guidance – 2014/2015

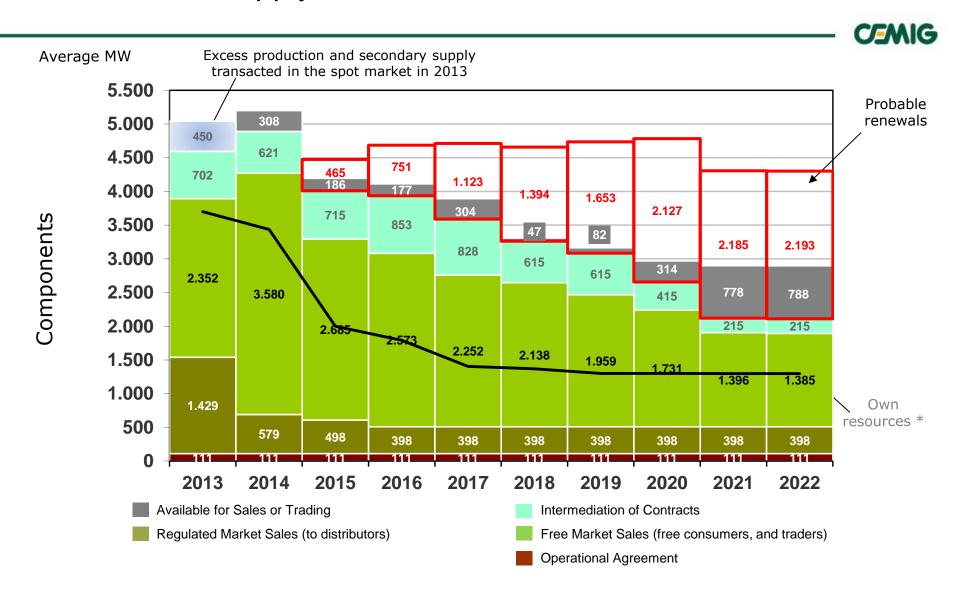




(\*) EBITDA: includes all minority participation.

(Constant June 2014 R\$ million)

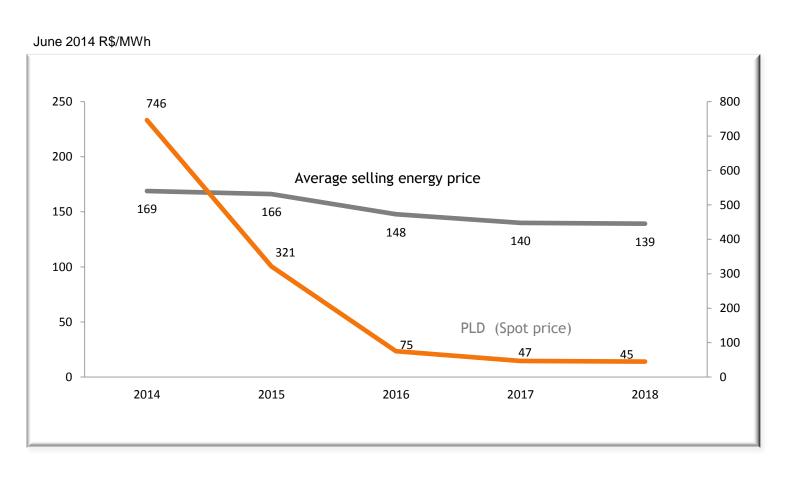
# CEMIG GT – Supply-demand balance



<sup>(\*)</sup> Excludes Hydroelectric Plants with first or second concession period expiring in coming years.

# Declining average prices in the period, considering spot prices



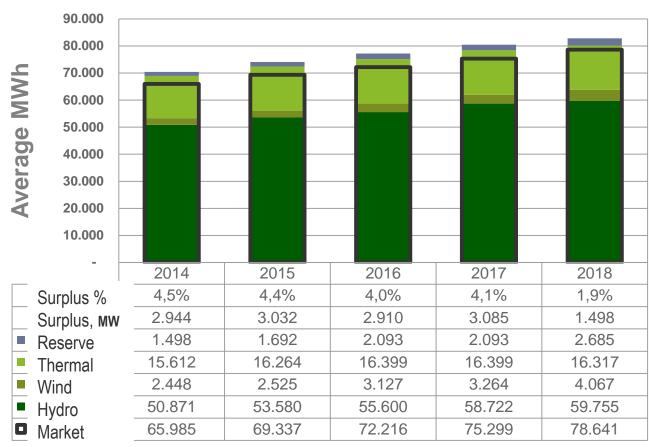


The average price considers Cemig's current generation plant portfolio.

# Brazilian National Grid: projections made in 2014 for 2014 –18







Source: PMO, May 2014; Analysis: Cemig,

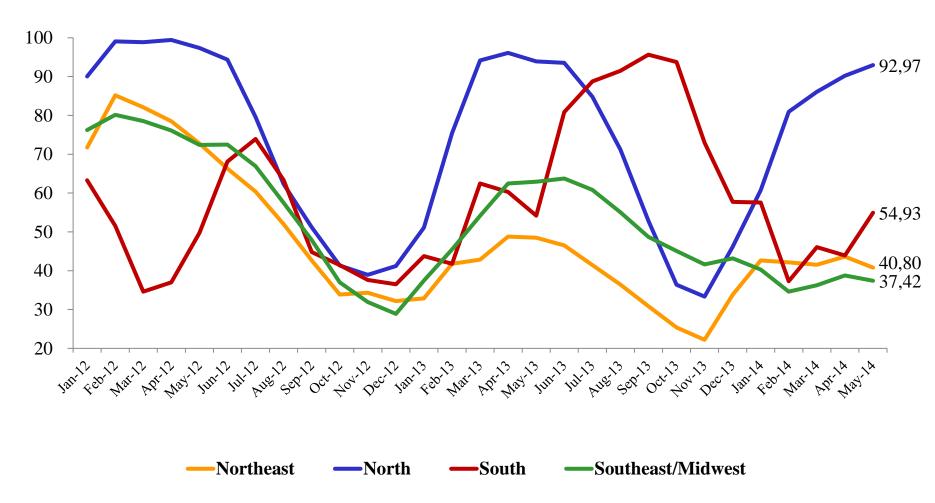
Assumes: (i) GDP Growth of 4.8% from 2014–2018 (1st four-monthly revision, 2013).

(ii) Excludes thermal projects that sold eletricity in new-built energy auctions that were not built.

# Level of reservoirs (%)\*



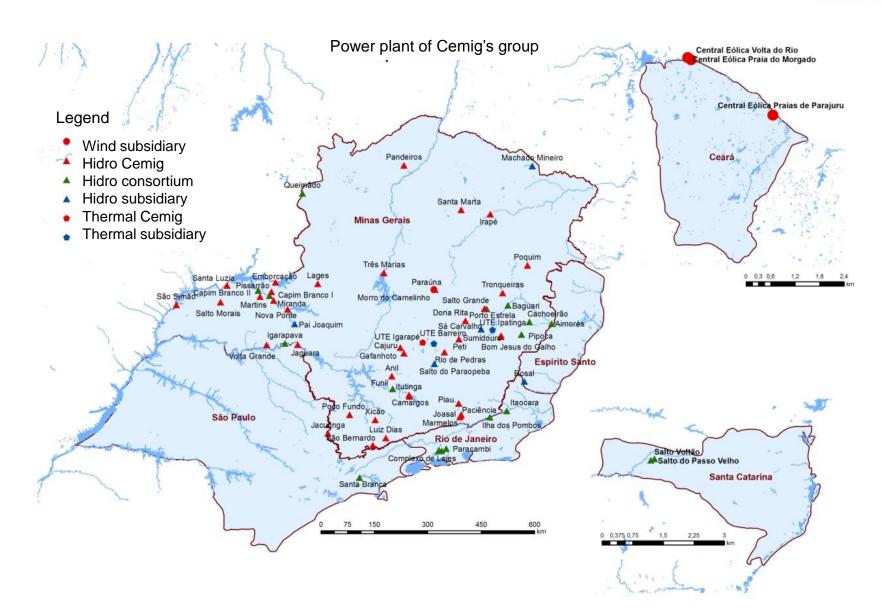
### Level of reservoirs by region (%)



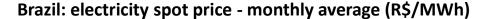
\*Source: ONS

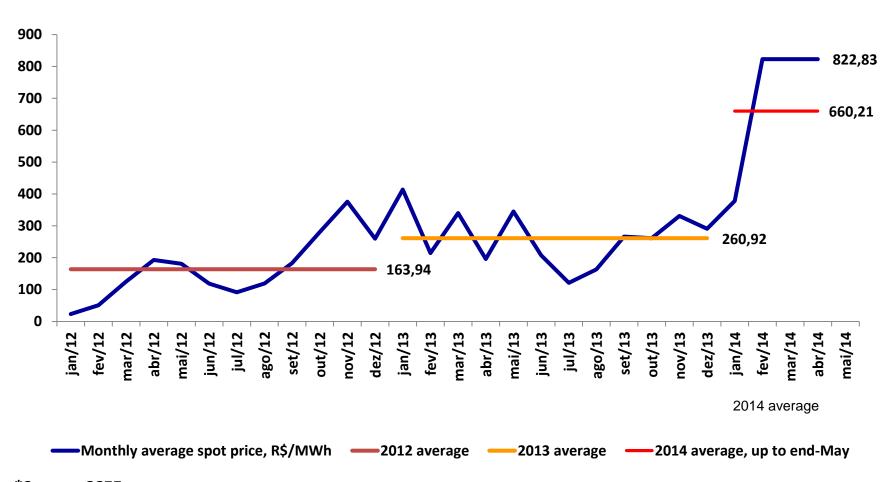
### Minas Gerais state - Main Rivers and Plant











\*Source: CCEE

#### Electric Sector Concession Renewals



### Law 12,783/2013 (MP579):

- Reduction of sector charges
- Extension of concessions for additional 30 years, conditioned to an early renewal in 2013, for those expiring between 2013 and 2017
- Revenue covering only operation and maintenance costs

# Cemig's concessions expiring between 2013 and 2017:

- 21 power plants (2.4 GW assured energy)
  - ✓ Among them, 3 HPP which have not been granted with a extension yet, account for 1.8 GW of assured energy
- Transmission concession contract in Minas Gerais. EBITDA reduction of R\$336 million
- Distribution concession in Minas Gerais. No changes

| Segment   | Company's<br>Decison |  |  |  |
|---|----------------------|--|--|--|
| Generation<br>(18 HPP of 2 <sup>nd</sup> renewal) | Didn't accept        |  |  |  |
| Generation (3 HPP of 1st renewal)                 | Don't agree          |  |  |  |
| Transmission                                      | Accepted             |  |  |  |
| Distribution                                      | Accepted             |  |  |  |

# Contracts maturing of generation plants



#### 2nd maturity:

| Zna matarity.     |      |              |                      |                               |                             |
|-------------------|------|--------------|----------------------|-------------------------------|-----------------------------|
| #                 | Туре | Plant        | Expiry of concession | Installed<br>capacity<br>(MW) | Assured energy (average MW) |
| 1                 | HPP  | Três Marias  | Jul/2015             | 396                           | 239                         |
| 2                 | HPP  | Volta Grande | Feb/2017             | 380                           | 229                         |
| 3                 | HPP  | Salto Grande | Jul/2015             | 102                           | 75                          |
| 4                 | HPP  | Itutinga     | Jul/2015             | 52                            | 28                          |
| 5                 | HPP  | Camargos     | Jul/2015             | 46                            | 21                          |
| 6                 | SHPP | Piau         | Jul/2015             | 18                            | 14                          |
| 7                 | SHPP | Gafanhoto    | Jul/2015             | 14                            | 7                           |
| 8                 | SHPP | Peti         | Jul/2015             | 9                             | 6                           |
| 9                 | SHPP | Joasal       | Jul/2015             | 8                             | 5                           |
| 10                | SHPP | Tronqueiras  | Jul/2015             | 9                             |                             |
| 11                | SHPP | Cajurú       | Jul/2015             | 7                             | 3                           |
| 12                | SHPP | Marmelos     | Jul/2015             | 4                             | 3 3                         |
| 13                | SHPP | Martins      | Jul/2015             | 8                             | 3                           |
| 14                | SHPP | Paciência    | Jul/2015             | 4                             |                             |
| 15                | SHPP | Anil         | Jul/2015             | 2                             | 1                           |
| 16                | SHPP | Sumidouro    | Jul/2015             | 2                             | 1                           |
| 17                | SHPP | Santa Marta  | Jul/2015             | 1                             | 1                           |
| 18                | SHPP | Poquim       | Jul/2015             | 1                             | 0                           |
| TOTAL 2nd renewal |      |              | 1,064                | 642                           |                             |

#### 1st maturity:

| #                 | Туре  | Plant     | Expiry of concession | Installed<br>capacity<br>(MW) | Assured energy (average MW) |
|-------------------|-------|-----------|----------------------|-------------------------------|-----------------------------|
|                   | 1 HPP | São Simão | Jan/2015             | 1,710                         | 1,281                       |
|                   | 2 HPP | Jaguara   | Aug/2013             | 424                           | 336                         |
|                   | 3 HPP | Miranda   | Dec/2016             | 408                           | 202                         |
| TOTAL 1st renewal |       |           | 2,542                | 1,819                         |                             |

# Contracts maturing of transmission plants

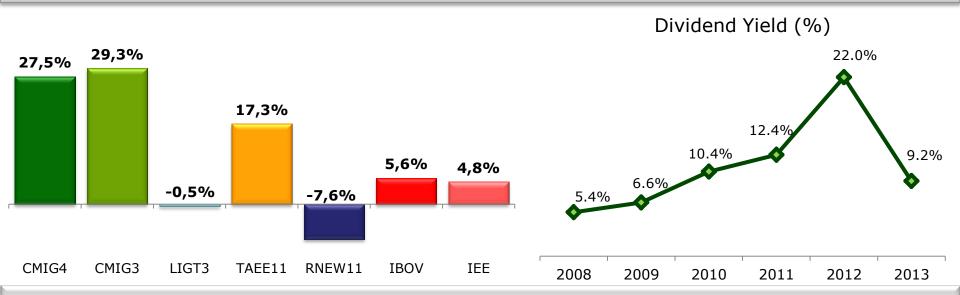


| #  | Plant  | Location                     | Expiry of concession |  |  |  |
|----|--|------------------------------|----------------------|--|--|--|
|    | TBE  |                              |                      |  |  |  |
| 1  | EBTE – LT Juína-Brasnorte                                  | Mato Grosso                  | out/38               |  |  |  |
| 2  | ETEP – LT Tucuruí – Vila do Conde                          | Pará                         | jun/31               |  |  |  |
| 3  | ENTE – LTs Tucuruí – Marabá – Açailândia                   | Pará/Maranhão                | dez/32               |  |  |  |
| 4  | ERTE – LT Vila do Conde – Santa Maria                      | Pará                         | dez/32               |  |  |  |
| 5  | EATE – LT Tucuruí – Presidente Dutra                       | Pará                         | jun/31               |  |  |  |
| 6  | ECTE – LT Campos Novos – Blumenau                          | Santa Catarina               | nov/30               |  |  |  |
| 7  | STC – LT Barra Grande                                      | Santa Catarina               | jun/36               |  |  |  |
| 8  | Lumitrans – LT Machadinho                                  | Santa Catarina               | jul/34               |  |  |  |
| 9  | ESDE – LT Barbacena2-Juiz de Fora 1 (Projeto em andamento) | Minas Gerais                 | nov/39               |  |  |  |
|    | Taesa  |                              |                      |  |  |  |
| 10 | TSN  | Goiás/ Bahia                 | dez/30               |  |  |  |
| 11 | Munirah  | Bahia                        | fev/34               |  |  |  |
| 12 | Gtesa  | Pernambuco/ Paraíba          | jan/32               |  |  |  |
| 13 | Patesa   | Rio Grande do Norte          | dez/32               |  |  |  |
| 14 | NVT  | Maranhão/Distrito Federal    | dez/30               |  |  |  |
| 15 | ETAU   | Santa Catarina/Rio G. do Sul | dez/32               |  |  |  |
| 16 | ETEO   | São Paulo                    | mai/30               |  |  |  |
| 17 | Brasnorte  | Mato Grosso                  | mar/38               |  |  |  |
| 18 | STE  | Rio Grande do Sul            | dez/32               |  |  |  |
| 19 | ATE  | Paraná/São Paulo             | fev/34               |  |  |  |
| 20 | ATE II   | Tocantins/Piauí/Bahia        | mar/35               |  |  |  |
| 21 | ATE III Tocantins/Pa                                       |                              | mar/36               |  |  |  |
| 22 | São Gotardo (Projeto em andamento)                         | Minas Gerais                 | ago/42               |  |  |  |
|    | Others   |                              |                      |  |  |  |
| 23 | Transchile – LT Charrua – Nueva Temuco                     | Chile                        | mai/28               |  |  |  |
| 24 | Centroeste de Minas – LT Furnas – Pimenta                  | Minas Gerais                 | mar/35               |  |  |  |
| 25 | Rede Básica  | Minas Gerais                 | jul/15               |  |  |  |
| 26 | Sub-Estação – SE Itajubá – 3                               | Minas Gerais                 | out/30               |  |  |  |
| 27 | Transleste – LT Irapé – Montes Claros                      | Minas Gerais                 | fev/34               |  |  |  |
| 28 | Transudeste – LT Itutinga – Juiz de Fora                   | Minas Gerais                 | mar/35               |  |  |  |
| 29 | Transirapé – LT Irapé – Araçuaí                            | Minas Gerais                 | mar/35               |  |  |  |

# **Capital market**



### Cemig shares in 2014, up to May 15<sup>th</sup>



## Cemig: More than ever, a global investment option

- > Stockholders in more than 40 countries
  - ✓ Average daily trading:
    - Bovespa: R\$78 million
    - NYSE: US\$27 million
- > Winner of 15th annual Abrasca Award Best Annual Report

## **Market Recognition**



MEMBER OF

### **Dow Jones** Sustainability Indices

In Collaboration with RobecoSAM (

In DJSI since 1999



**Included in Bovespa Corporate** Sustainability Index.





**Best Investor Relations** Utilities 2013



Included in The Global Dow Index as the only Latin American electricity company in this 150-company index, and one of the 10 selected to represent emerging markets.

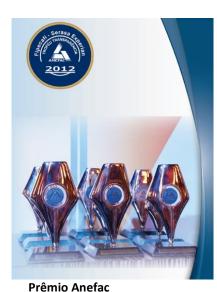




37th Apimec Award







Transparency Trophy, 2012.



# **Investor Relations**

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## Notes



## Notes



## Notes